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(54) Title: DYNAMIC QUALITY CONTROL CONDITIONAL PURCHASE OFFER (CPO) MANAGEMENT SYSTEM (54) Titre: SYSTEME DE GESTION D'OFFRES D'ACHAT CONDITIONNELLES (CPO) AVEC CONTROLE DYNAMIQUE DE QUALITE		
(57) Abstract <p>A dynamic quality control conditional purchase offer (CPO) management system (100) is disclosed for processing CPOs received from one or more buyers (110) for a product. The dynamic quality control CPO management system (100) processes each received CPO to determine whether one or more sellers (130) are willing to accept a given CPO. The dynamic quality control CPO management system (100) initially evaluates received CPOs to identify CPOs which are not statistically likely to be accepted by sellers. If a received CPO is statistically likely to be accepted, the dynamic quality control CPO management system (100) can submit the CPO for further consideration by sellers (130) to determine if any seller actually accepts the CPO, or provisionally accepts the CPO. If a received CPO is statistically likely to be rejected, the dynamic quality control CPO management system (100) can (i) instantly reject the CPO, (ii) encourage the buyer to modify the CPO, so that the modified CPO is more likely to be accepted by a seller, or (iii) subsidize the CPO in order to make it more likely to be accepted. A historical conditional purchase offer database is used to track and store information on CPOs that have been previously processed by the dynamic quality control CPO management system (100).</p>		
(57) Abrégé <p>La présente invention concerne un système de gestion d'offres d'achat conditionnelles (CPO) avec contrôle dynamique de qualité (100) traitant les CPO émises par un ou plusieurs acheteurs (110) en faveur d'un produit. Le système de gestion de CPO avec contrôle dynamique de qualité (100) traite chaque CPO reçue pour déterminer si un ou plusieurs vendeurs (130) sont disposés à accepter une CPO donnée. Le système de gestion de CPO avec contrôle dynamique de qualité (100) évalue initialement les CPO reçues pour identifier celles qui ne sont pas statistiquement susceptibles d'être acceptées par les vendeurs. Si une CPO reçue est statistiquement susceptible d'être acceptée, le système de gestion de CPO avec contrôle dynamique de qualité (100) peut la soumettre à une considération ultérieure de la par les vendeurs (130), afin de déterminer si l'un d'eux accepterait éventuellement cette CPO, ou l'accepterait provisoirement. Par contre, si une CPO reçue est statistiquement susceptible d'être rejetée, le système de gestion de CPO avec contrôle dynamique de qualité (100) peut (1) instantanément rejeter la CPO, (2) inciter le vendeur à modifier la CPO, de sorte que celle-ci soit susceptible d'être acceptée par un vendeur, ou (3) subventionner la CPO pour qu'elle soit plus susceptible d'être acceptée. En l'occurrence, une base de données historique d'offres d'achat conditionnelles est utilisée pour suivre et mémoriser les informations relatives aux CPO précédemment traitées par le système de gestion de CPO avec contrôle dynamique de qualité.</p>		

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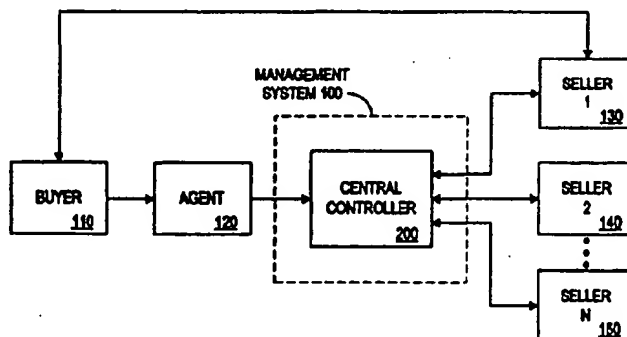
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(21) International Application Number: PCT/US99/28579 (22) International Filing Date: 3 December 1999 (03.12.99) (30) Priority Data: 09/205,824 4 December 1998 (04.12.98) US (71) Applicant: PRICELINE.COM INCORPORATED [US/US]; Five High Ridge Park, Stamford, CT 06905-1326 (US). (72) Inventors: WALKER, Jay, S.; 124 Spectacle Lane, Ridgefield, CT 06877 (US). CASE, T., Scott; 29 Anthony Lane, Darien, CT 06820 (US). TEDESCO, Daniel, E.; 192 Park Street, Apartment 6, New Canaan, CT 06840 (US). JORASCH, James, A.; 25 Forest Street, Apartment 5G, Stamford, CT 06901 (US). (74) Agent: HANCHUK, Walter, G.; Morgan & Finnegan, L.L.P., 345 Park Avenue, New York, NY 10154 (US).		(81) Designated States: AE, AL, AM, AT, AU, AZ, BA, BB, BG, BR, BY, CA, CH, CN, CR, CU, CZ, DE, DK, DM, EE, ES, FI, GB, GD, GE, GH, GM, HR, HU, ID, IL, IN, IS, JP, KE, KG, KP, KR, KZ, LC, LK, LR, LS, LT, LU, LV, MD, MG, MK, MN, MW, MX, NO, NZ, PL, PT, RO, RU, SD, SE, SG, SI, SK, SL, TJ, TM, TR, TT, TZ, UA, UG, UZ, VN, YU, ZA, ZW, ARIPO patent (GH, GM, KE, LS, MW, SD, SL, SZ, TZ, UG, ZW), Eurasian patent (AM, AZ, BY, KG, KZ, MD, RU, TJ, TM), European patent (AT, BE, CH, CY, DE, DK, ES, FI, FR, GB, GR, IE, IT, LU, MC, NL, PT, SE), OAPI patent (BF, BJ, CF, CG, CI, CM, GA, GN, GW, ML, MR, NE, SN, TD, TG). Published <i>With international search report.</i>

(54) Title: **DYNAMIC QUALITY CONTROL CONDITIONAL PURCHASE OFFER (CPO) MANAGEMENT SYSTEM**



(57) Abstract

A dynamic quality control conditional purchase offer (CPO) management system (100) is disclosed for processing CPOs received from one or more buyers (110) for a product. The dynamic quality control CPO management system (100) processes each received CPO to determine whether one or more sellers (130) are willing to accept a given CPO. The dynamic quality control CPO management system (100) initially evaluates received CPOs to identify CPOs which are not statistically likely to be accepted by sellers. If a received CPO is statistically likely to be accepted, the dynamic quality control CPO management system (100) can submit the CPO for further consideration by sellers (130) to determine if any seller actually accepts the CPO, or provisionally accepts the CPO. If a received CPO is statistically likely to be rejected, the dynamic quality control CPO management system (100) can (i) instantly reject the CPO, (ii) encourage the buyer to modify the CPO, so that the modified CPO is more likely to be accepted by a seller, or (iii) subsidize the CPO in order to make it more likely to be accepted. A historical conditional purchase offer database is used to track and store information on CPOs that have been previously processed by the dynamic quality control CPO management system (100).

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Description

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5 described in the parent and grandparent applications to the present invention, that processes
conditional purchase offers received from individual buyers. These conditional purchase offers
contain one or more buyer-defined conditions for the purchase of goods or services, at a buyer-
10 defined price. They are typically guaranteed by a general-purpose account, such as a debit or
5 credit account, and thereby provide sellers with a mechanism for enforcing any agreement that
may be reached with the buyer. The conditional purchase offers are provided by the CPO
Management System to sellers, either directly or using seller-supplied rates, for individual sellers
15 to either accept or reject. If a seller accepts a conditional purchase offer, the CPO Management
System binds the buyer on behalf of the accepting seller, to form a legally binding contract.

10 Thus, the CPO Management System empowers individual buyers to obtain goods
and services at a price set by the buyer. The CPO Management System provides numerous
20 commercial advantages to sellers as well. For example, the CPO Management System permits
individual sellers to effectively sell excess capacity when actual demand fails to meet forecasted
demand. In particular, the CPO Management System provides an effective mechanism for
25 15 sellers to be confident that if they accept a buyer's offer, the buyer will purchase the requested
goods or services at the agreed-upon price, and not just use the information to ascertain the
seller's underlying level of price flexibility, which, if known to a seller's competitors or
customers, could impact the seller's overall revenue structure.

30 For many transactions, the CPO Management System will effectively complete
20 transactions in this manner. Invariably, however, a percentage of buyers will submit purchase
offers that are not acceptable to any seller, typically because the price offered by the buyer is too
35 low. The success of the CPO Management System depends, at least in part, on its utilization by
a large number of both buyers and sellers. Specifically, buyers are incented to submit
conditional purchase offers if they know the conditional purchase offers will be reviewed by a
40 25 large number of potential sellers. Sellers are incented to consider conditional purchase offers if
they can expect a large number of attractive offers. In addition to being a lost business
opportunity, unacceptable conditional purchase offers require buyers and sellers to spend time
submitting and reviewing such conditional purchase offers. Thus, buyers and sellers alike may
45 be frustrated and discouraged from utilizing the CPO Management System, if the acceptance
30 rate for submitted conditional purchase offers does not meet satisfactory levels.

Buyers and sellers alike would benefit if unacceptable conditional purchase offers could be identified as early as possible in the conditional purchase offer process. If unacceptable conditional purchase offers are identified early enough, a buyer can be provided the opportunity to revise and resubmit the conditional purchase offer to a modified conditional purchase offer that is more likely to be accepted. In addition, buyers can avoid the frustration that accompanies a delayed rejection or expiration of an unacceptable conditional purchase offer. Likewise, some sellers may benefit from not having to review unacceptable conditional purchase offers. Consequently, a need exists for a system that reviews conditional purchase offers and identifies conditional purchase offers that are unlikely to be accepted.

Summary of the Invention

A dynamic quality control conditional purchase offer (CPO) management system, hereinafter referred to as the CPO system, is disclosed for processing CPOs received from one or more buyers for a product. The CPO system processes each received CPO to determine whether one or more sellers are willing to accept a given CPO. As used herein, a CPO is an offer containing one or more conditions submitted by a buyer for the purchase of a product at a buyer-defined price.

According to one aspect of the invention, the CPO system initially evaluates received CPOs to identify those CPOs that are unlikely to be accepted by sellers. If the CPO system determines that a received CPO is statistically likely to be accepted, the CPO system can submit the CPO for further consideration by sellers to determine if any seller actually accepts the CPO, or the CPO system can provisionally accept the CPO itself. If the CPO system determines that a received CPO is statistically likely to be rejected, the CPO system can (i) instantly reject the CPO, (ii) encourage the buyer to modify the CPO, so that the modified CPO is more likely to be accepted by a seller, and/or (iii) subsidize the CPO in order to make it more likely to be accepted.

A historical conditional purchase offer database is used to track and store information on CPOs that have been previously processed by the CPO system. The recorded historical information is used to statistically determine whether a received CPO is likely to be accepted by a seller. The historical database stores the conditions and offer price associated

5 with processed CPOs, as well as the corresponding outcome (accepted, rejected or expired). In an alternate embodiment, historical retail pricing information is utilized to determine whether a received CPO is likely to be accepted by a seller

10 A more complete understanding of the present invention, as well as further features and advantages of the present invention, will be obtained by reference to the following detailed description and drawings.

15 **Brief Description of the Drawings**

FIG. 1 is a schematic block diagram illustrating a dynamic quality control conditional purchase offer (CPO) management system in accordance with the present invention;

20 FIG. 2 is a schematic block diagram of the exemplary central controller of FIG. 1;

FIG. 3 illustrates a sample table from the seller database of FIG. 2;

FIG. 4 illustrates a sample table from the buyer database of FIG. 2;

25 FIG. 5 illustrates a sample table from the offer database of FIG. 2;

FIG. 6 illustrates a sample table from the seller rules database of FIG. 2;

30 FIGS. 7A and 7B together comprise a flowchart describing an exemplary CPO pre-processing method implemented by the central controller of FIG. 2;

FIG. 8 is a flowchart describing an exemplary CPO evaluation process implemented by the central controller of FIG. 2; and

35 FIG. 9 is a flowchart describing an exemplary rules evaluation subroutine implemented by the central controller of FIG. 2.

Detailed Description

40 25 FIG. 1 shows a dynamic quality control conditional purchase offer (CPO) management system 100, hereinafter referred to as the CPO system 100, for receiving and processing CPOs for one or more goods or services, from one or more buyers 110 or agents 120 (on behalf of buyers 110). The CPO system 100 determines whether one or more sellers, such as sellers 130, 140, 150 are willing to accept a given CPO. As discussed further below, if a

5 seller accepts a given CPO, the CPO system 100 is operated in one embodiment to bind the
buyer on behalf of the accepting seiler, to form a legally binding contract.

CPO TERMINOLOGY

As used herein, the following terms are defined to mean:

10 5 Agency-Based Seller - A seller who has delegated authority to the dynamic
quality control CPO management system operator to accept or reject a given CPO using seller-
defined CPO Rules.

15 Broadcast-Based Seller - A seller who has received a CPO from the dynamic
quality control CPO management system (directly or by, for example, access to an electronic
10 posting) for evaluation.

20 Conditional Purchase Offer (CPO) - An offer containing one or more conditions
submitted by a buyer for the purchase of goods and/or services at a buyer-defined price.

25 Binding Conditional Purchase Offer (Binding CPO) - A binding offer containing
one or more conditions submitted by a buyer for the purchase of goods and/or services at a
15 buyer-defined price. As compared to a CPO, a Binding CPO includes a payment guarantee, for
example with a General Purpose Account, and authorization to debit the Account upon
acceptance of the CPO.

30 Conditional Purchase Offer (CPO) Rule - A restriction defined by an Agency-
Based Seller under which the operator of the dynamic quality control CPO management system
20 may act as an agent to determine whether to fill a CPO for that Agency-Based Seller.

35 CPO Management System - One or more controllers that receive and process
CPOs for one or more goods or services, from one or more buyers, to determine if one or more
sellers (Agency-Based or Broadcast-Base Sellers) are willing to accept a CPO.

40 General Purpose Account - Any account from which payment can be made,
25 including a credit or debit account.

45 According to a feature of the present invention, the CPO system 100 evaluates
received CPOs to identify CPOs which are not statistically likely to be accepted by sellers. One
or more historical databases are used to track and store information on CPOs that have been
previously processed by the CPO system 100. The CPO system 100 uses the recorded historical
30 information to statistically determine whether a received CPO is likely to be accepted by a seller.

5 As discussed further below, the historical database(s) stores the conditions and offer price associated with processed CPOs, as well as the corresponding outcome (accepted, rejected or expired). Thus, as the historical offer database is updated over time with each new processed CPO, the recorded information becomes more statistically reliable. In an alternate embodiment,
10 the historical database stores information on historical retail prices, such as historical published fares or a historical fare database in an airline implementation.

If the CPO system 100 determines that a received CPO is statistically likely to be
15 accepted, the CPO system 100 can submit the CPO for further consideration by sellers to determine if any seller actually accepts the CPO, or the CPO system 100 can provisionally
20 accept the CPO itself. In the event of a provisional acceptance, the operator of the CPO system 100 takes the economic risk of guaranteeing that the offer will be accepted by a seller. If, on the other hand, the CPO system 100 determines that a received CPO is statistically likely to be rejected, the CPO system 100 can (i) instantly reject the CPO, (ii) encourage the buyer to modify the CPO, so that the modified CPO is more likely to be accepted by a seller, and/or (iii)
25 subsidize the CPO in order to make it more likely to be accepted.

As shown in FIG. 1, the CPO system 100 includes a central controller 200,
discussed further below in conjunction with FIG. 2. The CPO system 100 may provide a given
30 CPO to selected sellers 130, 140, 150 based on predefined screening criteria, so that sellers only obtain CPOs that they may be interested in or are authorized to screen. Alternatively, the CPO
20 system 100 may provide all CPOs to all sellers for screening.

As discussed further below, each buyer 110 contacts the CPO system 100, for
35 example, by means of telephone, facsimile, online access (i.e. the Internet), electronic mail, in-person contact or through an agent, and provides the CPO system 100 with the terms of the buyer's CPO. It is noted that each buyer 110 and seller 130, 140, 150 may employ a general-
40 purpose computer for communicating with the CPO system 100. The general-purpose computer may be comprised of a processing unit, a modem, memory means and any software required to communicate with the CPO system 100.

The CPO system 100, as well as any general-purpose computers utilized by
45 buyers 110 or sellers 130, 140, 150 (collectively, the "nodes") transmit digitally encoded data

5 and other information between one another. The communication links between the nodes can comprise, for example, a cable, fiber or wireless link on which electronic signals can propagate.

AGENCY AND BROADCAST-BASED SELLERS

10 According to one feature of the present invention, the CPO system 100 provides
5 an optional agency feature that permits the CPO system 100 to accept or reject a given CPO on behalf of certain agency-based sellers 130 who have delegated such authority to the CPO system 100. Thus, the CPO system 100 (i) evaluates CPOs on behalf of certain agency-based sellers
15 130 who have delegated authority to the CPO system 100 to accept or reject a given CPO, and (ii) permits broadcast-based sellers, such as sellers 140, 150 to evaluate CPOs independently.

10 Thus, the CPO system 100 can optionally provide one or more CPOs to each
20 broadcast-based seller 140, 150, for the seller 140, 150 to independently determine whether or not to accept a given CPO. It is noted that the CPO system 100 can provide a CPO to each appropriate broadcast-based seller 140, 150, for example, by means of a broadcast transmission, or by means of posting the CPO, for example, on an electronic bulletin board or secure web site
25 15 accessible by each broadcast-based seller 140, 150. Alternatively, the CPO system 100 can evaluate one or more CPOs against a number of CPO rules defined by one or more agency-based sellers 130, to decide on behalf of an agency-based seller 130 whether to accept or reject a
30 given CPO. An illustrative set of CPO rules for one illustrative agency-based seller 130 is set forth in FIG. 6. Thus, the CPO system 100 can determine if one or more sellers 140, 150
20 accepts a given CPO by providing the CPO to each seller 140, 150 and receiving an acceptance or rejection, or by applying the CPO to the CPO rules to render a decision to either accept,
35 reject or counter a CPO on behalf of a particular seller 130.

As discussed further below, a CPO rule is a set of restrictions defined by a given agency-based seller 130 under which the seller 130 is willing to accept a CPO. For a more
40 25 detailed discussion of CPO rules, the manner in which they are generated, and related security issues, see U.S. Patent Application Serial No. 08/889,319, entitled Conditional Purchase Offer Management System, filed July 8, 1997, referenced herein above.

45 A CPO can optionally contain one or more buyer-defined variable or flexible
30 conditions, typically specified using a range. For example, the variable condition may be a date range within which the product may be delivered by the seller. Other variable conditions might

5 include a price range, a performance range or a quality range. The seller may then choose a
product to fill the buyer's flexible condition within the specified range. Such a variable
condition may provide substantial assistance to the seller in filling the buyer's CPO. For
10 example, with respect to an airline ticket, the seller may be able to meet a buyer's specified
5 price if the CPO permits the seller to select a flight within a range of times or days.

It is desirable that in one embodiment the present invention prevents buyers from
repetitively querying, or "pinging," the CPO system 100 to determine the underlying price
15 flexibility of the sellers. Such pinging might result in potential damage to the seller's price
margins and profitability. As mentioned above, a binding CPO discourages pinging by ensuring
10 that if an offer is accepted, the buyer must actually purchase the product. Another method of
discouraging pinging includes preventing buyers from submitting repetitive, similar offers. For
20 example, repetitive CPOs that change only the offer price in an effort to determine price
flexibility may be blocked by the system. In one embodiment, subsequent CPOs by the same
buyer are accepted by the CPO system 100 only if there is some substantial change to the buyer
25 15 specifications that would result in the purchase of an essentially different product. For example,
with respect to the sale of airline tickets, subsequent CPOs may be accepted for processing only
if there is a significant change in the itinerary. Yet another method for discouraging pinging is to
require a payment or fee for each submission of a CPO.

30 In one embodiment of the invention, seller identities are maintained anonymous
20 within the CPO system 100 until a CPO is accepted. Such seller anonymity, by itself and in
combination with the discouragement of price pinging discussed above, enables sellers to
35 participate in the CPO process without fear of undercutting their published price structures and
losing their regular customer base. For example, most retailers have published product prices,
and loyal customers who willingly pay those prices. Participating in the CPO system 100
40 25 enables a seller to discount those products, potentially below its published prices, to fill offers
from buyers who might not otherwise pay published prices. With anonymity, these sellers can
more freely participate in the CPO process with less fear of losing their regular customers and
undercutting their published price structure.

45 FIG. 2 is a block diagram showing the architecture of an illustrative central
30 controller 200. The central controller 200 includes certain standard hardware components, such

5 as a central processing unit (CPU) 205, a random access memory (RAM) 210, a read only
memory (ROM) 220, a clock 225, a data storage device 230, and a communications port 240.
The CPU 205 may be linked to each of the other listed elements, either by means of a shared
10 data bus, or dedicated connections, as shown in FIG. 2. The communications port 240 connects
5 the central controller 200 to each buyer 110 and seller 130 and optionally to remote credit
processing servers. The communications port 240 may include multiple communication
channels for simultaneously establishing a plurality of connections.

15 The ROM 220 and/or data storage device 230 are operable to store one or more
instructions, discussed further below in conjunction with FIGS. 7 through 9, which the CPU 205
10 is operable to retrieve, interpret and execute. For example, the ROM 220 and/or data storage
device 230 may store processes to accomplish the transfer of required payments, charges and
20 debits, between the sellers 130 and buyers 110. The processing of such accounting transactions
may be secured in a conventional manner, for example, using well-known cryptographic
techniques.

25 15 As discussed further below in conjunction with FIGS. 3 through 6, respectively,
the data storage device 230 includes a seller database 300, a buyer database 400, an offer
database 500 and a seller rules database 600. The seller database 300 stores information on each
30 seller 130, 140, 150 which is registered with the CPO system 100 to sell products, i.e., goods
and/or services to CPO buyers, including contact information. The buyer database 400 stores
20 information on each buyer transacting business through the CPO system 100, including
identification information and billing information, such as a credit card number or another
35 general-purpose account identifier. The offer database 500 contains a record of each CPO
processed by the CPO system 100, including the conditions associated with the CPO and the
associated status. The historical information recorded in the offer database 500 is used, among
40 25 other things, to determine whether a received CPO is likely to be accepted by a seller. The seller
rules database 600 maintains the CPO rules for one or more agency-based sellers 130.

In addition, the data storage device 230 includes a CPO pre-processing method
700, a CPO evaluation process 800 and a rules evaluation subroutine 900, discussed further
45 below in conjunction with FIGS. 7 through 9, respectively. Generally, the CPO pre-processing
30 method 700 receives each CPO from a buyer 110 and determines if the CPO is statistically likely

5 to be accepted by a seller. The CPO evaluation process 800 provides each CPO that remains
after pre-processing to the appropriate broadcast-based sellers and evaluates each CPO against
the appropriate rules of each agency-based seller, and determines whether any sellers 130, 140,
10 150 accept the CPO. The rules evaluation subroutine 900 is a subroutine executed by the CPO
5 evaluation process 800, which receives a CPO and compares the CPO against the rules of one or
more agency-based sellers to generate a response on behalf of the sellers to the given CPO.

DATABASES

15 FIG. 3 illustrates an exemplary seller database 300 that stores information on
each seller which is registered with the CPO system 100 to sell products, i.e., goods and/or
10 services to CPO buyers. The seller database 300 maintains a plurality of records, such as
records 305-330, each associated with a different seller. For each seller identifier listed in field
20 340, the seller database 300 includes the corresponding seller name in field 350, as well as a
CPO tracking number and seller account number in fields 360 and 370, respectively. It is noted
that the seller identifier stored in field 340 may be utilized, for example, to index the offer
25 15 database 500 to identify CPOs which have been accepted by the corresponding seller.

FIG. 4 illustrates an exemplary buyer database 400 that stores information on
each buyer transacting business through the CPO system 100, including biographical information
30 and billing information, such as a credit card number or another general purpose account
identifier. The buyer database 400 maintains a plurality of records, such as records 405-415,
20 each associated with a different buyer. For each buyer identifier in field 420, the buyer database
400 includes the corresponding buyer name and address in fields 430 and 440, respectively, and
35 credit card account number in field 450. In addition, the buyer database 400 includes the CPO
tracking numbers associated with the buyer in field 460. The buyer identifier stored in field 420
may be utilized, for example, to index a historical database (not shown) of previous purchases
40 25 and CPOs associated with the buyer.

FIG. 5 illustrates an offer database 500 that contains a record of each CPO
processed by the CPO system 100, including the subject and conditions of each CPO and the
associated status. The offer database 500 maintains a plurality of records, such as records 505-
45 525, each associated with a different CPO. For each CPO number listed in field 540, the offer
30 database 500 includes an identifier of the buyer associated with the CPO in field 545, as well as

5 the subject and conditions of the CPO in fields 550 and 555, respectively. In addition, the offer database 500 may record the buyer-specified CPO price and current status in fields 565 and 575, respectively. The current status options recorded in field 575 include, for example, pending, accepted, rejected or expired. Thus, the historical offer database stores the conditions and offer
10 price associated with processed CPOs, as well as the corresponding outcome (accepted, rejected or expired). The historical information recorded in the offer database 500 is used, among other things, to determine whether a received CPO is likely to be accepted by a seller.

15 FIG. 6 illustrates a seller rules database 600 that maintains the CPO rules for one or more agency-based sellers. The seller rules database 600 maintains a plurality of records, such as records 605-615, each associated with a different CPO rule. For each CPO rule identified in field 640, the seller rules database 600 identifies the corresponding seller in field
20 645, as well as the minimum required conditions and price for a CPO to be accepted on behalf of the corresponding seller in fields 650 and 655, respectively.

PROCESSES

25 15 As discussed above, the central controller 200 can execute a CPO pre-processing method 700 to receive each CPO from a buyer 110 and determine if the CPO is statistically likely to be accepted by a seller. While CPOs may be binding or nonbinding in nature, the present embodiment is described with respect to a binding CPO. The processing of a
30 nonbinding CPO is substantially identical, with the exception that authorization to charge the buyer credit card account (or another general purpose account) may be obtained after a seller acceptance of the CPO is identified. Alternatively, the process may be identical with the buyer being given the option to renege after the CPO is accepted by a seller.

35 As shown in FIG. 7, the CPO pre-processing method 700 initially receives a CPO from a buyer 110 during step 705. A test is then performed during step 710 to determine if the
40 25 CPO is valid. For example, the test performed during step 710 may determine if the buyer has specified each of the relevant conditions for a given product category.

45 If it is determined during step 710 that the terms of the CPO are not valid, then the buyer is requested to retransmit the CPO during step 720 and program control returns to step 705. If, however, it is determined during step 710 that the terms of the CPO are valid, then
50 30 an identifier of a general purpose account, such as a credit or debit card account from which

5 funds may be paid, and an authorization to charge such general purpose account, are received during step 715. In this manner, the CPO is guaranteed with a general-purpose account, for example, using a line of credit on a credit card account. Appropriate legal language is may be displayed or read to the buyer at the time the CPO is received, to form a binding CPO.

10 5 A test is then performed during step 725 to determine if the payment identifier is valid. For example, the payment identifier may be transmitted to a remote credit card server for pre-authorization or the like. If it is determined during step 725 that the payment identifier is not valid, then the buyer is requested to retransmit a different payment identifier during step 730 and program control returns to step 715. If, however, it is determined during step 725 that the payment identifier is valid, then the CPO system 100 performs a further test during step 740 to determine if a similar offer exists in the offer database 500. Similar CPOs can be identified, for example, with well-known fuzzy logic techniques or with one or more thresholds that allow for a certain margin of departure from the conditions of the CPO, such as all CPOs for travel within a predefined period of time of the travel dates for a travel-related CPO.

25 15 If it is determined during step 740 that a similar offer does not exist in the offer database 500, then no historical information is available to predict the statistical likelihood of acceptance, and the CPO is processed in a conventional manner during step 780. The CPO evaluation process 800 (FIG. 8) is executed during step 780 to determine if any seller is willing to accept the CPO.

30 20 If, however, it is determined during step 740 that one or more similar offers exist in the offer database 500, then a further test is performed during step 750 to determine if the CPO is statistically likely to be accepted. In one embodiment, the similar offers identified during step 740 are reviewed during step 750 to determine whether previously processed CPOs containing similar conditions and offer prices were accepted or rejected. In a further variation, 25 the received CPO can be compared during step 750 against historical or published retail pricing data to determine if the received CPO is likely to be accepted. As previously indicated, the CPO system 100 prescreens the terms of each CPO to determine the likelihood that the CPO will be accepted by a seller.

45 30 If it is determined during step 750 that the CPO is likely to be accepted then program control proceeds to step 780 to determine if any seller actually accepts the CPO, in the

5 manner described above. If, however, it is determined during step 750 that the CPO is not likely to be accepted then a rejection message is transmitted to the buyer during step 760 and the offer database 500 is updated during step 765. In an alternate embodiment, the buyer is requested to transmit different CPO terms. Program control terminates during step 770.

10 5 It is noted that in addition to screening for statistical likelihood of acceptance during step 750, one or more additional or alternative filtering criteria can be applied to received CPOs before they are evaluated by or on behalf of sellers. For example, a filter can be applied to ensure that the CPO system 100 earns a sufficient margin on the CPO. In an alternate implementation, the ability to identify offers that are statistically likely to be accepted is based on
15 a demand forecast, such as a central reservation system (CRS) or proprietary airline reservation systems (ARSS) of each airline in an airline implementation, as well as on historical acceptance information. The demand forecast can be based, for example, on historical or seasonal demand data, or on anticipated upcoming events or weather conditions. Thus, the thresholds utilized to determine whether a CPO is statistically likely to be accepted may be dynamically adjusted in
20 accordance with changing market conditions.

25 15 In a further variation, the CPO system 100 may score the likelihood of acceptability of each CPO, with different degrees of acceptability triggering different system responses. For example, a buyer who submits a statistically strong offer may receive an instant acceptance. In this embodiment, the operator of the CPO system 100 takes the economic risk of
30 guaranteeing that the offer will be accepted by a seller. If the offer is ultimately not accepted by a seller, the CPO system 100 must generally pay the difference between the offer price and the market price in order to complete the transaction. Likewise, statistically weak offers may be (i) instantly rejected, (ii) returned for modification by the buyer, so that the modified CPO is more likely to be accepted by a seller, and/or (iii) subsidized by the CPO system 100 in order to make
35 them more likely to be accepted.

40 25 As previously indicated, the CPO evaluation process 800, shown in FIG. 8, provides each CPO that remains after pre-processing to the appropriate broadcast-based sellers, evaluates each CPO against the appropriate rules of each agency-based seller, and determines whether any sellers 130, 140, 150 accept the CPO. As illustrated in FIG. 8, the CPO evaluation
45 process 800 initially transmits the CPO offer signal to broadcast-based sellers and executes the
30

5 rules evaluation subroutine 900, discussed below in conjunction with FIG. 9, for agency-based
sellers during step 810.

10 Since the CPO has been pre-screened, it is expected that at least one acceptance
signal is received from one or more sellers during step 820. Thereafter, the CPO evaluation
5 process 800 selects one accepting seller during step 830 and notifies the corresponding seller
during step 840. For example, the accepting seller can be selected based upon (i) the priority in
which the acceptances are received, (ii) the CPO acceptance rate of each seller, (iii) priorities
15 negotiated by each seller, (iv) the acceptance providing the lowest cost to the buyer, or (v) the
highest commission rates paid by the seller to the CPO system 100.

20 The buyer's personal information is provided to the seller during step 845 and the
buyer is notified of the acceptance. The offer database 500 is updated during step 850 to
indicate that the offer was accepted. A test is then performed during step 860 to determine if
the buyer reneges on consummating the transaction. If it is determined during step 860 that the
25 buyer reneges on consummating the transaction, then a penalty is charged to the buyer's
15 designated general-purpose account during step 870, before program control terminates during
step 880. It is noted that for a nonbinding CPO the buyer may be charged a penalty for failing to
complete the transaction in the event the CPO is accepted, as described. For a binding CPO,
30 however, the CPO is guaranteed by the general purpose account and it is not possible for the
buyer to renege. If, however, it is determined during step 860 that the buyer does not renege on
20 consummating the transaction, then program control terminates during step 880.

35 As previously indicated, the CPO evaluation process 800 executes a rules
evaluation subroutine 900 during step 810 to determine if one or more agency-based sellers are
willing to accept a given CPO. As shown in FIG. 9, the rules evaluation subroutine 900
compares the terms associated with the CPO during step 910 with the corresponding restrictions
40 25 set forth in any CPO rules defined by any agency-based seller. A test is then performed during
step 920 to determine if any CPO rule is satisfied. If it is determined during step 920 that no
CPO rule is satisfied, then program control terminates during step 940. If, however, it is
45 determined during step 920 that a CPO rule is satisfied, the corresponding seller is identified
during step 930, before program control returns to the CPO evaluation process 800 during step
30 940.

5 In summary, the present invention identifies unacceptable conditional purchase
offers and permits a buyer to revise and resubmit the conditional purchase offer to a modified
conditional purchase offer that is more likely to be accepted. Furthermore, buyers can avoid the
frustration accompanying a delayed rejection or expiration of an unacceptable conditional
10 purchase offer. Likewise, sellers avoid wasting the resources associated with processing and
reviewing unacceptable conditional purchase offers.

15 It is to be understood that the embodiments and variations shown and described
herein are merely illustrative of the principles of this invention and that various modifications
may be implemented by those skilled in the art without departing from the scope and spirit of the
10 invention.

Claims

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We claim:

1. A method for processing the sale of a product, comprising the steps of:
receiving a conditional purchase offer from a buyer for said product, said
conditional purchase offer containing at least one buyer-defined condition;
determining if said conditional purchase offer satisfies predefined filtering criteria;
and
processing said conditional purchase offer if said determining step determines
that said conditional purchase offer satisfies said predefined filtering criteria.
2. The method according to claim 1, further comprising the step of providing a
rejection to said buyer if said determining step determines that said conditional purchase offer
does not satisfy said predefined filtering criteria.
3. The method according to claim 1, wherein said predefined filtering criteria
determines if said conditional purchase offer is likely to be accepted by one or more potential
sellers of said product.
4. The method according to claim 1, wherein said predefined filtering criteria
determines if said conditional purchase offer provides a predefined margin of profit.
5. The method according to claim 1, wherein said processing step comprises the
step of providing said conditional purchase offer to a plurality of potential sellers of said
product.
6. The method according to claim 1, wherein said processing step comprises the
step of identifying one or more rules from a plurality of potential sellers, each of said rules
containing one or more seller-defined restrictions.

5 7. The method according to claim 1, wherein said determining step compares said conditional purchase offer to historical conditional purchase offer data.

10 8. The method according to claim 1, wherein said determining step considers a
5 demand forecast.

15 9. The method according to claim 1, wherein said determining step compares said conditional purchase offer to retail pricing information.

20 10. The method according to claim 1, further comprising the step of subsidizing said conditional purchase offer if said determining step determines that said conditional purchase offer is not likely to be accepted.

25 11. The method according to claim 1, wherein said conditional purchase offer further
15 includes a payment identifier for specifying an account from which funds may be paid.

30 12. The method according to claim 1, further comprising the step of initiating the use of said payment identifier if said customer does not complete said sale.

35 20 13. The method according to claim 11, wherein said funds may be paid from a general-purpose account.

40 14. The method according to claim 13, wherein said general-purpose account is a credit card account.

45 25 15. The method according to claim 1, wherein said conditional purchase offer is a binding conditional purchase offer.

50 16. The method according to claim 1, wherein said conditional purchase offer
30 includes a variable condition.

5 17. The method according to claim 1, further comprising the step of preventing said customer from identifying an acceptable seller price.

10 18. The method according to claim 17, wherein said step of preventing said customer from identifying said acceptable seller price comprises the step of requiring said buyer to submit a binding conditional purchase offer.

15 19. The method according to claim 17, wherein said step of preventing said customer from identifying said acceptable seller price comprises the step of preventing said buyer from submitting multiple substantially similar conditional purchase offers.

20 20. The method according to claim 1, further comprising the step of maintaining the anonymity of said seller until said conditional purchase offer is accepted.

25 21. A method for processing the sale of a product, comprising the steps of:
receiving a conditional purchase offer from a buyer for said product, said conditional purchase offer containing at least one buyer-defined condition;
30 determining if said conditional purchase offer satisfies predefined filtering criteria;
20 and
providing said conditional purchase offer to a plurality of potential sellers of said product if said determining step determines that said conditional purchase offer satisfies said predefined filtering criteria.

35 22. The method according to claim 21, further comprising the step of receiving from one or more of said sellers an acceptance of said conditional purchase offer.

40 23. The method according to claim 21, further comprising the step of binding said buyer to complete said sale if an acceptance is received for said conditional purchase offer.

5 24. The method according to claim 21, wherein said predefined filtering criteria determines if said conditional purchase offer is likely to be accepted by one or more of said sellers.

10 25. The method according to claim 24, wherein said conditional purchase offer is compared to historical conditional purchase offer data.

15 26. The method according to claim 24, wherein said conditional purchase offer is compared to a demand forecast.

20 27. The method according to claim 24, wherein said conditional purchase offer is compared to retail pricing information.

25 28. The method according to claim 21, wherein said predefined filtering criteria determines if said conditional purchase offer provides a predefined margin of profit.

30 29. The method according to claim 1, wherein said conditional purchase offer further includes a payment identifier for specifying an account from which funds may be paid.

35 30. A method for processing the sale of a product, comprising the steps of:
receiving a conditional purchase offer from a buyer for said product, said conditional purchase offer containing at least one buyer-defined condition;
determining if said conditional purchase offer is likely to be accepted by one or more potential sellers of said product; and
40 25 providing said conditional purchase offer to a plurality of potential sellers of said product if said determining step determines that said conditional purchase offer is likely to be accepted.

45 31. The method according to claim 30, further comprising the step of receiving from
30 one or more of said sellers an acceptance of said conditional purchase offer.

5 32. The method according to claim 30, further comprising the step of binding said buyer to complete said sale if an acceptance is received for said conditional purchase offer.

10 33. The method according to claim 30, wherein said determining step compares said conditional purchase offer to historical conditional purchase offer data.

15 34. The method according to claim 30, wherein said determining step considers a demand forecast.

20 35. The method according to claim 30, wherein said determining step compares said conditional purchase offer to retail pricing information.

25 36. A method for processing the sale of a product, comprising the steps of:
15 receiving a conditional purchase offer from a buyer for said product, said conditional purchase offer containing at least one buyer-defined condition;
determining if said conditional purchase offer satisfies predefined filtering criteria;
and
30 identifying one or more rules from a plurality of potential sellers, each of said
20 rules containing one or more seller-defined restrictions if said determining step determines that said conditional purchase offer satisfies said predefined filtering criteria.

35 37. The method according to claim 36, further comprising the step of binding said buyer to complete said sale if said buyer-defined condition satisfies each of said seller-defined
40 25 restrictions of at least one of said rules.

45 38. The method according to claim 36, wherein said predefined filtering criteria determines if said conditional purchase offer is likely to be accepted by one or more of said
50 30 sellers.

5 39. The method according to claim 38, wherein said conditional purchase offer is compared to historical conditional purchase offer data.

10 40. The method according to claim 38, wherein said conditional purchase offer is compared to a demand forecast.

15 41. The method according to claim 38, wherein said conditional purchase offer is compared to retail pricing information.

20 42. The method according to claim 36, wherein said predefined filtering criteria determines if said conditional purchase offer provides a predefined margin of profit.

25 43. The method according to claim 36, wherein said conditional purchase offer further includes a payment identifier for specifying an account from which funds may be paid.

30 44. A method for processing the sale of a product, comprising the steps of:
receiving a conditional purchase offer from a buyer for said product, said conditional purchase offer containing at least one buyer-defined condition;
determining if said conditional purchase offer is likely to be accepted by one or
20 more potential sellers of said product; and
identifying one or more rules from a plurality of potential sellers, each of said
35 rules containing one or more seller-defined restrictions if said determining step determines that said conditional purchase offer is likely to be accepted.

40 45. The method according to claim 44, further comprising the step of binding said buyer to complete said sale if said buyer-defined condition satisfies each of said seller-defined restrictions of at least one of said rules.

45 46. The method according to claim 44, wherein said determining step compares said
30 conditional purchase offer to historical conditional purchase offer data.

5 47. The method according to claim 44, wherein said determining step considers a demand forecast.

10 48. The method according to claim 44, wherein said determining step compares said conditional purchase offer to retail pricing information.

15 49. A system for processing the sale of a product, comprising:
input means for receiving a conditional purchase offer from a buyer for said
10 product, said conditional purchase offer containing at least one buyer-defined condition;
a processor operatively coupled to said input means, said processor configured
20 to:
determine if said conditional purchase offer satisfies predefined filtering criteria;
and
25 15 process said conditional purchase offer if said determining step determines that said conditional purchase offer satisfies said predefined filtering criteria.

30 50. An article of manufacture comprising:
a computer readable medium having computer readable code means embodied
20 thereon, said computer readable program code means comprising:
a step to receive a conditional purchase offer from a buyer for said product, said
35 conditional purchase offer containing at least one buyer-defined condition;
a step to determine if said conditional purchase offer satisfies predefined filtering
criteria; and
40 25 a step to process said conditional purchase offer if said determining step determines that said conditional purchase offer satisfies said predefined filtering criteria.

45 51. A system for processing the sale of a product, comprising:
input means for receiving a conditional purchase offer from a buyer for said
30 product, said conditional purchase offer containing at least one buyer-defined condition;

5 a processor operatively coupled to said input means, said processor configured
to:

determine if said conditional purchase offer satisfies predefined filtering criteria;
and

10 5 provide said conditional purchase offer to a plurality of potential sellers of said
product if said determining step determines that said conditional purchase offer satisfies said
predefined filtering criteria.

15 52. An article of manufacture comprising:

10 a computer readable medium having computer readable code means embodied
thereon, said computer readable program code means comprising:

20 a step to receive a conditional purchase offer from a buyer for said product, said
conditional purchase offer containing at least one buyer-defined condition;

25 15 a step to determine if said conditional purchase offer satisfies predefined filtering
criteria; and

a step to provide said conditional purchase offer to a plurality of potential sellers
of said product if said determining step determines that said conditional purchase offer satisfies
said predefined filtering criteria.

30 20 53. A system for processing the sale of a product, comprising:

35 input means for receiving a conditional purchase offer from a buyer for said
product, said conditional purchase offer containing at least one buyer-defined condition;

a processor operatively coupled to said input means, said processor configured
to:

40 25 determine if said conditional purchase offer is likely to be accepted by one or
more potential sellers of said product; and

45 provide said conditional purchase offer to a plurality of potential sellers of said
product if said determining step determines that said conditional purchase offer is likely to be
accepted.

30

5 54. An article of manufacture comprising:

a computer readable medium having computer readable code means embodied thereon, said computer readable program code means comprising:

10 a step to receive a conditional purchase offer from a buyer for said product, said conditional purchase offer containing at least one buyer-defined condition;

a step to determine if said conditional purchase offer is likely to be accepted by one or more potential sellers of said product; and

15 a step to provide said conditional purchase offer to a plurality of potential sellers of said product if said determining step determines that said conditional purchase offer is likely to be accepted.

20 55. A system for processing the sale of a product, comprising:

input means for receiving a conditional purchase offer from a buyer for said product, said conditional purchase offer containing at least one buyer-defined condition;

25 15 a processor operatively coupled to said input means, said processor configured to:

determine if said conditional purchase offer satisfies predefined filtering criteria;

30 and

20 identify one or more rules from a plurality of potential sellers, each of said rules containing one or more seller-defined restrictions if said determining step determines that said conditional purchase offer satisfies said predefined filtering criteria.

35 56. An article of manufacture comprising:

40 25 a computer readable medium having computer readable code means embodied thereon, said computer readable program code means comprising:

a step to receive a conditional purchase offer from a buyer for said product, said conditional purchase offer containing at least one buyer-defined condition;

45 a step to determine if said conditional purchase offer satisfies predefined filtering criteria; and

5 a step to identify one or more rules from a plurality of potential sellers, each of
said rules containing one or more seller-defined restrictions if said determining step determines
that said conditional purchase offer satisfies said predefined filtering criteria.

10 5 57. A system for processing the sale of a product, comprising:
input means for receiving a conditional purchase offer from a buyer for said
product, said conditional purchase offer containing at least one buyer-defined condition;
15 a processor operatively coupled to said input means, said processor configured
to:
10 determine if said conditional purchase offer is likely to be accepted by one or
more potential sellers of said product; and
20 identify one or more rules from a plurality of potential sellers, each of said rules
containing one or more seller-defined restrictions if said determining step determines that said
conditional purchase offer is likely to be accepted.

25 15 58. An article of manufacture comprising:
a computer readable medium having computer readable code means embodied
thereon, said computer readable program code means comprising:
30 a step to receive a conditional purchase offer from a buyer for said product, said
20 conditional purchase offer containing at least one buyer-defined condition;
a step to determine if said conditional purchase offer is likely to be accepted by
35 one or more potential sellers of said product; and
a step to identify one or more rules from a plurality of potential sellers, each of
said rules containing one or more seller-defined restrictions if said determining step determines
40 25 that said conditional purchase offer is likely to be accepted.

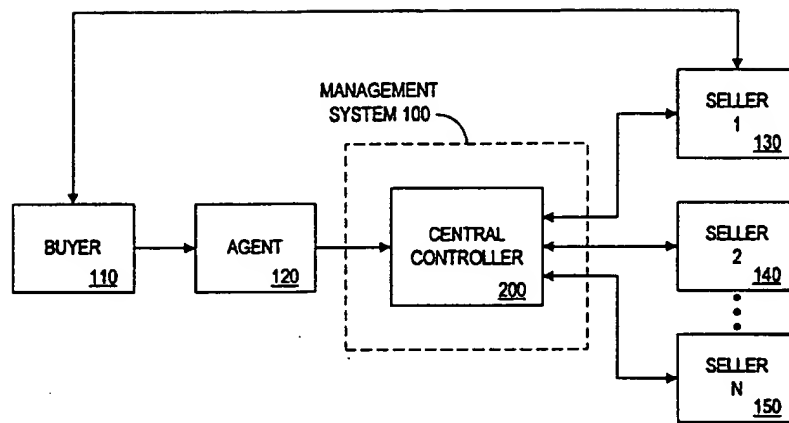


FIG. 1

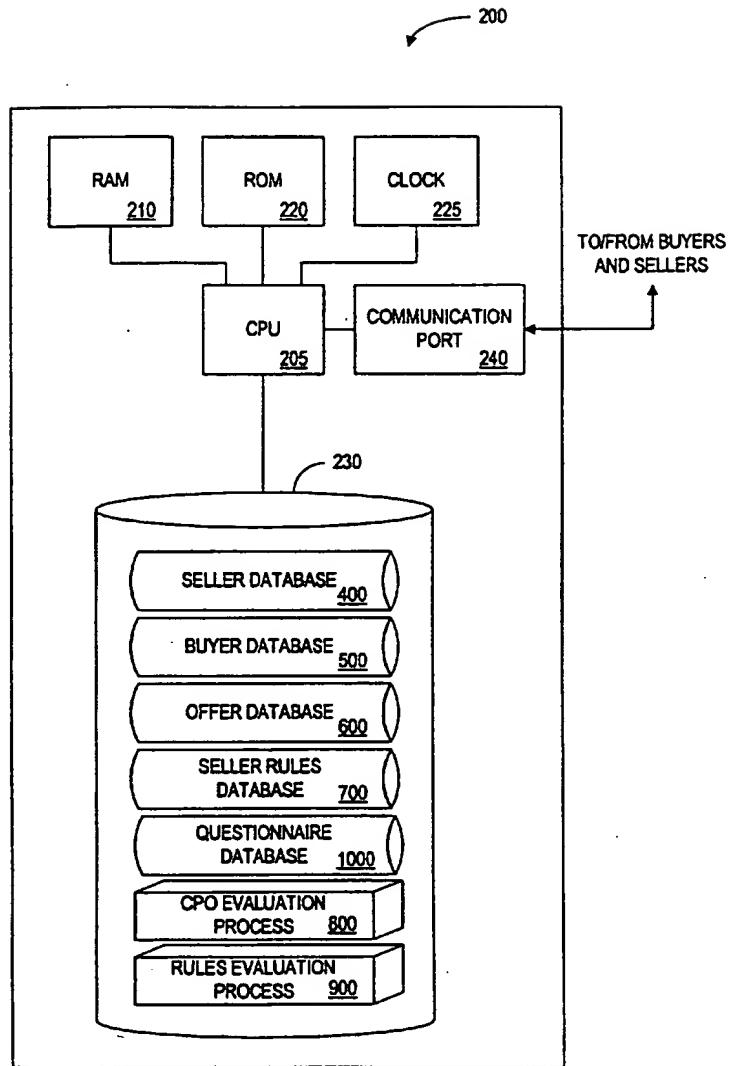


FIG. 2

300

305	340	350	360	370
310	S67676	AMERICAN AIRLINES	627	7199987
315	S89898	DELTA AIRLINES	-	5567891
320	S45454	AT&T	852	79257431
325	S42929	HERTZ	-	3299467
330	S81818	SHERATON	627	1234567
	S47474	HILTON	-	774368

FIG. 3

400

405	BUYER NUMBER 420	NAME 430	ADDRESS 440	CREDIT CARD ACCOUNT NUMBER 450	CPO NUMBER(S) 460
410	B2222	JOHN SMITH	3 MAIN ST.	2222-2222- 2222-2222	345
415	B22223	SUE JOHNSON	4 PINE ST.	3333-3333- 3333-3333	333
	B2224	DAVE MCCARTHY	6 TEMPLE ST.	4444-4444- 4444-4444	627

FIG. 4

500

CPO NUMBER	BUYER ID NUMBER	SUBJECT	CONDITIONS	CPO PRICE	STATUS
540	545	550	555	565	575
852	B22225	HOTEL ROOM	2 ROOM SUITE BOSTON 8/1/97 - 8/3/97	\$180.00	ACCEPTED
874	B22226	AIRLINE TICKET	RT LAX - JFK LEAVE 9/15/97, RETURN 9/17/97	\$250.00	ACTIVE
627	B22224	AIRLINE TICKET	RT JFK - LAX LEAVE 8/1/97, RETURN 8/7/97	\$200.00	REJECTED
345	B22222	CAR RENTAL	NEW YORK MID-SIZE CAR 8/14/97 - 8/17/97	\$100.00	ACTIVE
333	B22223	AIRLINE TICKET	RT EWR - ORL LEAVE 8/14/97, RETURN 8/21/97	\$150.00	ACTIVE

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FIG. 5

600

RULE NUMBER 640	SELLER ID NUMBER 645	REQUIRED CPO CONDITION(S) 650	MINIMUM PRICE 655
4572	S47474	WEEKEND CAR RENTAL, NEW YORK, NY, 10/1/98 - 12/31/98	\$225.00
5555	S81818	WEEKEND HOTEL, BOSTON, MA, 10/1/98 - 12/31/98	\$99.00/NIGHT DOUBLE OCCUPANCY
6523	S89898	ROUND TRIP AIR TRAVEL TO LOS ANGELES, CA, 1/5/99 - 2/22/99; SAT. NIGHT STAY REQUIRED	\$199.00 PER PERSON

FIG. 6

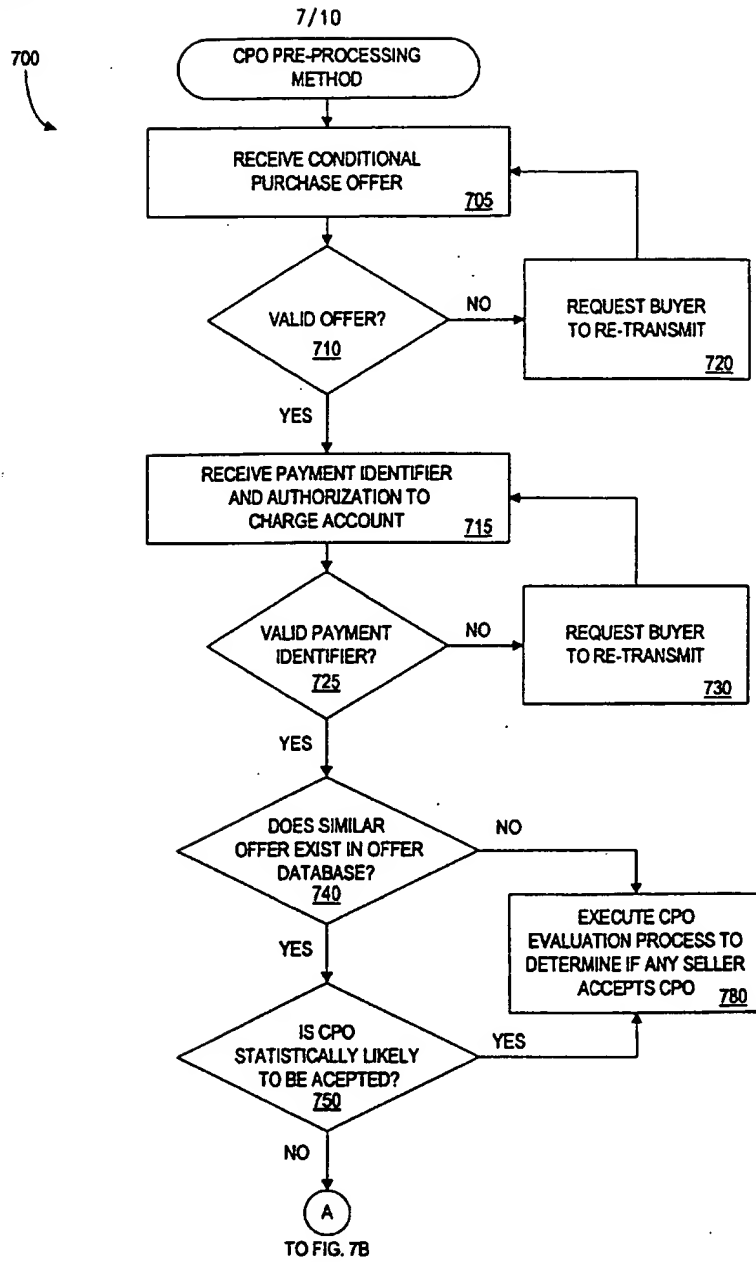


FIG. 7A

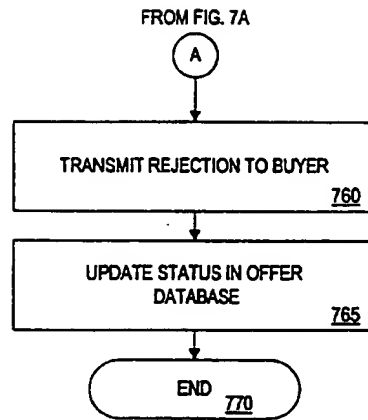


FIG. 7B

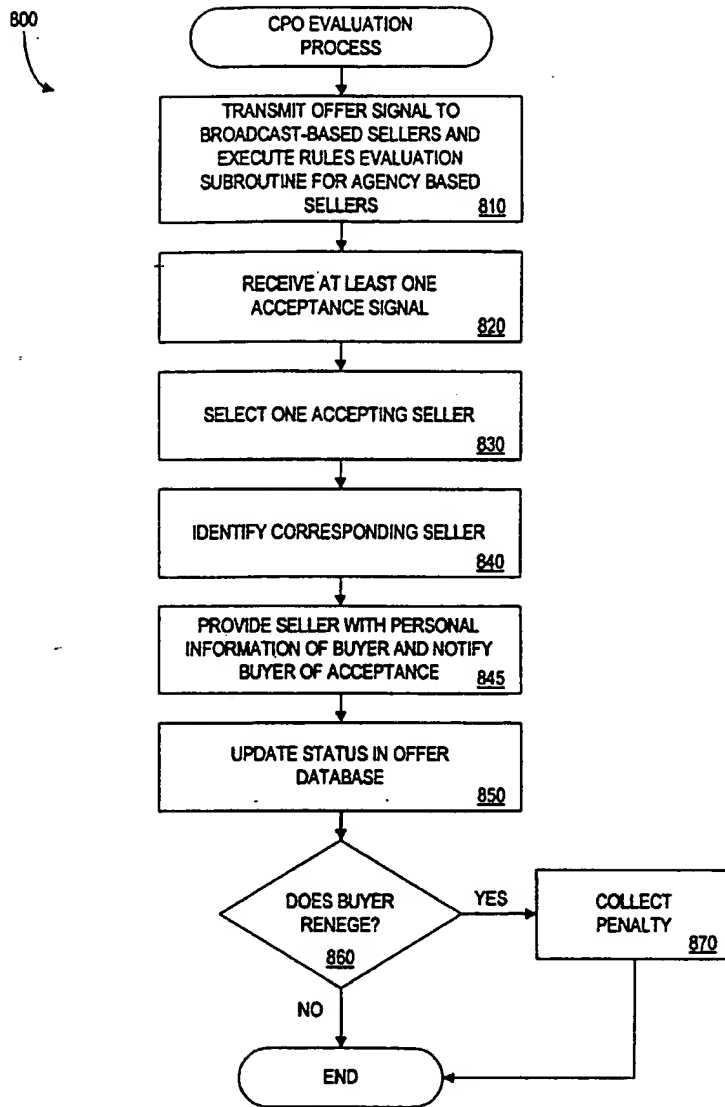


FIG. 8

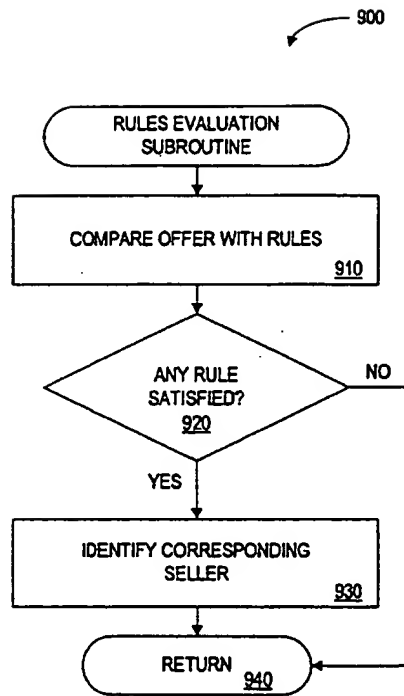


FIG. 9

INTERNATIONAL SEARCH REPORT

International application No.
PCT/US99/28579

A. CLASSIFICATION OF SUBJECT MATTER

IPC(6) : G06F 15/26

US CL : 705/5,26

According to International Patent Classification (IPC) or to both national classification and IPC

B. FIELDS SEARCHED

Minimum documentation searched (classification system followed by classification symbols)

U.S. : 705/5,26,1,13,15,27,37,35,38: 209/226,228,236,237,239: 340/825.3

Documentation searched other than minimum documentation to the extent that such documents are included in the fields searched

Electronic data base consulted during the international search (name of data base and, where practicable, search terms used)

West, DIALOG

search terms: conditional purchase offer, online shopping, rules, filtering, criteria

C. DOCUMENTS CONSIDERED TO BE RELEVANT

Category*	Citation of document, with indication, where appropriate, of the relevant passages	Relevant to claim No.
X	US 5,331,546 A (WEBBER et al) 19 JULY 1994, col. 1 lines 45-55, col. 2 lines 5-15 and 43-50, col. 4 lines 10-50, col. 5 lines 21-35 and 56-65, col. 7 lines 5-15 and 53-60.	1-58
X	US 5,794,207 A (WALKER et al) 11 AUGUST 1998, Figure 1 and col. 16-27	1-58

☒ Further documents are listed in the continuation of Box C. ☐ See patent family annex.

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T

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X

document of particular relevance; the claimed invention cannot be considered novel or cannot be considered to involve an inventive step when the document is taken alone

Y

document of particular relevance; the claimed invention cannot be considered to involve an inventive step when the document is combined with one or more other such documents, such combination being obvious to a person skilled in the art

A

document member of the same patent family

Date of the actual completion of the international search

27 JANUARY 2000

Date of mailing of the international search report

16 FEB 2000

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INTERNATIONAL SEARCH REPORT

International application No.
PCT/US99/28579

C (Continuation). DOCUMENTS CONSIDERED TO BE RELEVANT

Category*	Citation of documents, with indication, where appropriate, of the relevant passages	Relevant to claim No.
A	US 5,826,244 A (HUBERMAN) 20 OCTOBER 1998, ALL	1-58
A	US 5,136,501 A (SILVERMAN et al) 04 AUGUST 1992, ALL	1-58

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